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FRANCHISE RESTAURANTS:

A STATISTICAL APPENDIX TO FOODSERVICE TRENDS

Compiled by:
The National Restaurant Association
Research and Information Services
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LIST OF TABLES

SECTION I: Sales and Establishment Data on the Franchise Restaurant Industry

Number of Franchise Firms Surveyed by Type, 1973-1981.....1
Number of Franchise Restaurant Establishments, 1969-1983.....2
Franchise Restaurant Sales, 1969-1983.....3
Principal Type of Service Provided By Franchise Restaurant Chains, 1979-1981.....4
Franchise Restaurant Company Distribution by Number of Establishments, 1973-1981.....5
Franchise Restaurant Distribution by Number of Establishments, 1973-1981.....6
Franchise Restaurant Sales Distribution by Number of Establishments, 1973-1981.....7

SECTION II: Sales and Establishment Data on Types of Restaurant Franchises

Restaurant Franchising, 1980-1981.....8
Chicken Franchise Restaurants, 1973-1983.....9
Hamburger, Frank, Roast Beef, etc. Franchise Restaurants, 1973-1983.....10
Pizza Franchise Restaurants, 1973-1983.....11
Mexican Franchise Restaurants, 1973-1983.....12
Seafood Franchise Restaurants, 1973-1983.....13
Pancake Franchise Restaurants, 1973-1983.....14
Steak, Full Menu Franchise Restaurants, 1973-1983.....15
Sandwich and Other Franchise Restaurants, 1973-1983.....16

SECTION III: Franchise Restaurant Establishments By State and Region

1974.....17
1975.....18
1976.....19
1977.....20
1978.....21
1979.....22
1980.....23
1981.....24

SECTION IV: Other Data on Franchise Restaurant Industry

Franchise Restaurant Employment, 1973-1981.....25
Minority Franchise Restaurant Ownership, 1973-1981.....26
Types of Changes in Ownership, 1973-1981.....27
Repurchase of Franchise Units.....28
Franchise Agreements, Renewals and Terminations 1978-1981.....29
Other Statistical Data.....30

SECTION V: Data on Donut Shops and Ice Cream Stores

Donut Shops and Ice Cream Stores Number of Franchise Firms.....31
Franchise Donut Shops, 1977-1983.....32
Franchise Ice Cream Stores, 1977-1983.....33

SECTION VI: International Restaurant Franchising

International Franchising, 1973-1981.....34
Number of U.S. Firms in International Restaurant Franchising, 1980-1981.....35
Total Number of Franchise Restaurant Establishments in Foreign Markets, 1980-1981.....36
Location and Number of Franchise Restaurant Establishments in Foreign Countries, 1981....37

Information in this Statistical
Appendix is based on data from:

U.S. Department of Commerce,
Service Industries Division,
Franchising In The Economy

SECTION I:

SALES AND ESTABLISHMENT DATA ON THE FRANCHISE RESTAURANT INDUSTRY

NUMBER OF FRANCHISE FIRMS SURVEYED BY TYPE, 1973 - 1981

(1973-1981)

Type	1973	1974	1975	1976	1977	1978	1979	1980	1981
Chicken	21	24	28	29	27	31	32	35	30
Hamburger, Franks and Roast Beef	104	98	97	96	109	117	112	110	107
Pizza	30	36	46	48	60	66	73	83	94
Mexican (Taco, etc.)	14	15	17	19	23	29	28	32	33
Seafood	11	13	17	15	14	11	11	12	13
Pancake	11	10	14	13	13	15	16	17	16
Steak, Full Menu	48	55	67	76	79	86	94	102	109
Sandwich and Other	6	8	7	19	25	33	33	34	39
TOTAL	245	259	293	315	350	388	399	425	440

NUMBER OF FRANCHISE RESTAURANT ESTABLISHMENTS

(1969 - 1983*)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee Owned	Percent Change
1969	28,736		3,842		24,894	
1970	32,584	+13.4%	4,906	+27.7%	27,678	+11.2%
1971	30,419	- 6.6%	5,496	+12.0%	24,923	-10.0%
1972	32,538	+ 7.0%	6,319	+15.0%	26,219	+ 5.2%
1973	36,340	+11.7%	8,316	+31.6%	28,024	+ 6.9%
1974	39,796	+ 9.5%	10,115	+21.6%	29,681	+ 5.9%
1975	42,983	+ 8.0%	11,685	+15.5%	31,298	+ 5.4%
1976	46,898	+ 9.1%	12,562	+ 7.5%	34,336	+ 9.7%
1977	51,972	+10.8%	14,527	+15.6%	37,445	+ 9.1%
1978	55,312	+ 6.4%	15,510	+10.2%	39,802	+ 5.0%
1979	58,936	+ 6.5%	16,884	+ 8.8%	42,052	+ 5.6%
1980	59,959	+ 1.7%	17,826	+ 5.6%	42,133	+ 0.2%
1981	61,846	+ 3.2%	19,355	+ 8.6%	42,491	+ 0.9%
1982	65,151	+ 5.3%	20,394	+ 5.4%	44,757	+ 5.3%
1983	70,262	+ 7.8%	21,883	+ 7.3%	48,379	+ 8.1%

* 1982 and 1983 estimated by respondents

FRANCHISE RESTAURANT SALES

(1969 - 1983*)

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee Owned	Percent Change
1969	$3,790,126		$ 892,382		$2,897,744	
1970	4,602,111	+21.4%	1,123,314	+25.9%	3,478,797	+20.1%
1971	5,844,950	+27.0%	1,450,731	+29.2%	4,394,219	+26.3%
1972	6,797,405	+16.3%	1,753,297	+20.9%	5,044,108	+14.8%
1973	8,534,094	+25.6%	2,604,851	+48.6%	5,929,243	+17.6%
1974	10,350,567	+21.3%	3,335,338	+28.0%	7,015,229	+18.2%
1975	12,261,964	+18.5%	4,017,861	+20.5%	8,244,103	+17.5%
1976	14,606,313	+19.1%	4,647,136	+15.7%	9,959,177	+20.8%
1977	18,180,404	+24.5%	5,653,160	+21.6%	12,527,244	+25.8%
1978	21,100,788	+16.1%	6,733,545	+19.1%	14,367,243	+14.7%
1979	24,765,916	+17.4%	8,076,401	+19.9%	16,689,515	+16.2%
1980	27,867,046	+12.5%	9,129,708	+13.0%	18,737,338	+12.3%
1981	30,042,348	+ 7.8%	10,783,206	+18.1%	19,259,142	+ 2.8%
1982	33,592,021	+11.8%	12,022,567	+11.5%	21,569,454	+12.0%
1983	38,383,176	+14.3%	14,267,152	+18.7%	24,116,024	+11.8%

SALES PER ESTABLISHMENT

	Total	Percent Change	Company-Owned	Percent Change	Franchisee Owned	Percent Change
1969	$131,895		$232,270		$116,403	
1970	141,238	+ 7.1%	228,967	- 1.4%	125,688	+ 8.0%
1971	192,148	+36.1	263,961	+15.3%	176,312	+40.3%
1972	208,907	+ 8.7%	277,464	+ 5.1%	192,384	+ 9.1%
1973	234,840	+12.4%	313,234	+12.9%	211,577	+10.0%
1974	260,091	+10.8%	329,742	+ 5.3%	236,354	+11.7%
1975	285,275	+ 9.7%	343,848	+ 4.3%	263,407	+11.4%
1976	311,449	+ 9.2%	369,936	+ 7.6%	290,051	+10.1%
1977	349,812	+12.3%	401,674	+ 8.6%	330,552	+14.1%
1978	381,487	+ 9.0%	434,142	+ 8.1%	360,968	+ 9.2%
1979	420,217	+10.2%	478,346	+10.2%	396,878	+ 9.9%
1980	464,768	+10.6%	512,157	+ 7.1%	444,719	+12.1%
1981	485,761	+ 4.5%	557,128	+ 8.8%	453,252	+ 1.9%
1982	515,603	+ 6.1%	589,515	+ 5.8%	481,924	+ 6.3%
1983	546,286	+ 6.0%	651,974	+10.6%	494,799	+ 2.7%

* 1982 and 1983 estimated by respondents

PRINCIPAL TYPE OF SERVICE PROVIDED BY FRANCHISE RESTAURANT CHAINS

(1979 - 1981)

Major Activity	Self-Service, Drive-In and Drive-Thru			Waiter or Waitress Service		
	1979	1980	1981	1979	1980	1981
Chicken	30	32	27	2	3	3
Hamburgers, Etc.	104	103	100	8	7	7
Pizza	42	48	58	31	35	36
Mexican	18	23	24	10	9	9
Seafood	8	8	9	3	4	4
Pancakes, Waffles	0	0	0	16	17	15
Steak, Full Menu	20	19	19	74	83	90
Sandwich and Other	30	31	36	3	3	3
TOTAL	252	264	273	147	161	167

FRANCHISE RESTAURANT COMPANY DISTRIBUTION

BY NUMBER OF ESTABLISHMENTS

(1973 - 1981)

SIZE GROUPS	1973	1974	1975	1976	1977	1978	1979	1980	1981
1001+	6	7	7	7	8	11	14	14	13
501-1000	5	8	11	15	14	11	8	8	12
151- 500	30	29	32	28	39	34	41	42	46
51- 150	49	52	46	54	54	59	56	56	54
11- 50	90	95	115	115	128	153	157	176	178
0- 10	65	68	82	96	107	120	123	129	137
TOTAL	245	259	293	315	350	388	399	425	440

FRANCHISE RESTAURANT DISTRIBUTION BY NUMBER OF ESTABLISHMENTS

(1973 - 1981)

NUMBER

Size Groups	1973	1974	1975	1976	1977	1978	1979	1980	1981
1001 +	16,567	18,750	19,646	21,303	23,421	27,750	32,435	32,871	31,921
501 - 1000	4,419	5,913	7,672	10,367	10,902	8,925	6,184	5,916	8,582
151 - 500	8,513	7,869	8,279	7,064	9,325	8,833	10,690	11,418	11,993
51 - 150	4,266	4,627	4,091	4,956	4,432	5,580	5,054	4,866	4,366
11 - 50	2,201	2,262	2,881	2,711	3,326	3,642	3,916	4,223	4,310
0 - 10	374	375	414	497	566	582	657	665	674
TOTAL	36,340	39,796	42,983	46,898	51,972	55,312	58,936	59,959	61,846

PER CENT

Size Groups	1973	1974	1975	1976	1977	1978	1979	1980	1981
1001 +	45.6%	47.1%	45.7%	45.4%	45.1%	50.2%	55.0%	54.8%	51.6
501 - 1000	12.2%	14.9%	17.8%	22.1%	21.0%	16.1%	10.5%	9.9%	13.9
151 - 500	23.4%	19.8%	19.3%	15.1%	17.9%	16.0%	18.1%	19.1%	19.4
51 - 150	11.7%	11.6%	9.5%	10.6%	8.5%	10.1%	8.6%	8.1%	7.1
11 - 50	6.1%	5.7%	6.7%	5.8%	6.4%	6.6%	6.7%	7.0%	7.0
0 - 10	1.0%	0.9%	1.0%	1.0%	1.1%	1.0%	1.1%	1.1%	1.0
TOTAL	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0

FRANCHISE RESTAURANT SALES AND DISTRIBUTION BY NUMBER OF ESTABLISHMENTS

(1973 - 1981)

(Sales in Millions of Dollars)

SALES

Size Groups	1973	1974	1975	1976	1977	1978	1979	1980	1981
1001 +	$3,761	$ 4,808	$ 5,614	$ 6,671	$ 8,447	$11,400	$14,408	$16,579	$16,720
501 - 1000	1,476	1,894	2,682	3,675	4,259	3,514	3,010	2,863	4,176
151 - 500	1,909	2,026	2,050	1,990	2,750	2,929	3,905	4,343	4,905
51 - 150	830	949	950	1,272	1,495	1,713	1,645	1,840	1,891
11 - 50	483	592	876	861	1,074	1,361	1,526	1,962	2,047
0 - 10	75	82	90	137	155	184	272	280	303
TOTAL	$8,534	$10,351	$12,262	$14,606	$18,180	$21,101	$24,766	$27,867	$30,042

PERCENT

Size Groups	1973	1974	1975	1976	1977	1978	1979	1980	1981
1001 +	44.0%	46.4%	45.8%	45.7%	46.5%	54.0%	58.2%	59.5%	55.7%
501 - 1000	17.3%	18.3%	21.9%	25.2%	23.4%	16.7%	12.1%	10.3%	13.9%
151 - 500	22.4%	19.6%	16.7%	13.6%	15.1%	13.9%	15.8%	15.6%	16.3%
51 - 150	9.7%	9.2%	7.8%	8.7%	8.2%	8.1%	6.6%	6.6%	6.3%
11 - 50	5.7%	5.7%	7.1%	5.9%	5.9%	6.4%	6.2%	7.0%	6.8%
0 - 10	0.9%	0.8%	0.7%	0.9%	0.9%	0.9%	1.1%	1.0%	1.0%
TOTAL	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

RESTAURANT FRANCHISING

(1980 - 1981)

1980

Type of Franchise	Firms		Units		Sales	
	Number	Percent	Number	Percent	Dollars (000)	Percent
Chicken	35	8.2%	7,338	12.2%	$ 2,734,006	9.8%
Hamburger, Frank, Roast Beef	110	25.9%	27,027	45.1%	14,027,398	50.3%
Pizza	83	19.5%	8,914	14.9%	2,455,542	8.8%
Mexican (Taco, etc.)	32	7.5%	2,774	4.6%	878,523	3.2%
Seafood	12	2.8%	2,290	3.8%	785,806	2.8%
Pancake, Waffles	17	4.0%	1,278	2.1%	784,546	2.8%
Steak, full menu	102	24.0%	8,858	14.8%	5,935,804	21.3%
Sandwich and other	34	8.0%	1,480	2.5%	265,421	1.0%
TOTAL	425	99.9%	59,959	100.0%	$27,867,046	100.0%

1981

Type of Franchise	Firms		Units		Sales	
	Number	Percent	Number	Percent	Dollars (000)	Percent
Chicken	30	6.8%	7,338	11.9%	$ 2,833,007	9.4%
Hamburger, Frank, Roast Beef	107	24.3%	26,945	43.6%	14,327,705	47.7%
Pizza	94	21.4%	9,695	15.7%	3,169,601	10.5%
Mexican (Taco, etc.)	33	7.5%	3,002	4.9%	1,069,712	3.6%
Seafood	13	2.9%	2,226	3.6%	888,491	3.0%
Pancake, Waffles	15	3.4%	1,500	2.4%	847,650	2.8%
Steak, full menu	109	24.8%	9,406	15.2%	6,566,702	21.9%
Sandwich and other	39	8.9%	1,684	2.7%	339,480	1.1%
TOTAL	440	100.0%	61,846	100.0%	$30,042,348	100.0%

SECTION II:

SALES AND ESTABLISHMENT DATA ON TYPES OF RESTAURANT FRANCHISING

CHICKEN FRANCHISE RESTAURANTS

(1973 - 1982*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	4,927		1,062		3,865	
1974	5,686	+15.4%	1,663	+56.6%	4,023	+ 4.1%
1975	5,706	+ 0.4%	1,644	- 1.1%	4,062	+ 1.1%
1976	6,171	+ 8.2%	1,705	+ 3.7%	4,466	+10.1%
1977	6,437	+ 4.3%	1,729	+ 1.4%	4,708	+ 5.4%
1978	6,708	+ 4.2%	1,870	+ 8.2%	4,838	+ 2.8%
1979	7,075	+ 5.5%	1,990	+ 6.4%	5,085	+ 5.1%
1980	7,338	+ 3.7%	2,131	+ 7.1%	5,207	+ 2.4%
1981	7,388	+ 0.7%	2,249	+ 5.5%	5,139	- 1.3%
1982	7,915	+ 7.1%	2,517	+11.9%	5,398	+ 5.0%
1983	8,683	+ 9.7%	2,878	+14.3%	5,805	+ 7.5%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	$1,129,496		$ 301,031		$ 828,465	
1974	1,258,617	+11.4%	421,676	+40.1%	836,941	+ 1.0%
1975	1,373,887	+ 9.2%	461,001	+ 9.3%	912,886	+ 9.1%
1976	1,609,270	+17.1%	483,143	+ 4.8%	1,126,127	+26.2%
1977	2,088,861	+29.8%	569,167	+17.8%	1,519,694	+34.9%
1978	2,034,012	- 2.6%	653,977	+14.9%	1,380,035	- 9.2%
1979	2,258,017	+11.0%	739,354	+13.1%	1,518,663	+10.0%
1980	2,734,006	+21.1%	821,926	+11.2%	1,912,080	+25.9%
1981	2,833,007	+ 3.6%	951,719	+15.8%	1,881,288	- 1.6%
1982	3,308,001	+16.8%	1,105,190	+16.1%	2,202,811	+17.1%
1983	3,958,399	+19.7%	1,303,465	+17.9%	2,654,934	+20.5%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1973	$229,246	$283,457	$214,351
1974	221,345	253,563	208,039
1975	240,779	280,414	224,738
1976	260,780	283,368	252,156
1977	324,508	329,189	322,790
1978	303,222	349,720	285,249
1979	319,154	371,534	298,655
1980	372,582	385,700	367,213
1981	383,461	423,174	366,081
1982	417,941	439,090	408,079
1983	455,879	452,907	457,353

* 1982 and 1983 estimated by respondents

HAMBURGER, FRANK, ROAST BEEF, ETC. FRANCHISE RESTAURANTS

(1973 - 1983*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	21,375		3,300		18,075	
1974	22,069	+ 3.3%	3,425	+ 3,8%	18,644	+ 3.2%
1975	22,810	+ 3.4%	3,915	+14.3%	18,895	+ 1.4%
1976	24,064	+ 5.5%	3,997	+ 2.1%	20,067	+ 6.2%
1977	24,822	+ 3.1%	4,293	+ 7.4%	20,529	+ 2.3%
1978	26,038	+ 4.9%	4,648	+ 8.3%	21,390	+ 4.2%
1979	27,310	+ 4.9%	5,153	+10.8%	22,157	+ 3.6%
1980	27,027	- 1.0%	5,363	+ 4.1%	21,664	- 2.2%
1981	26,945	- 0.3%	5,926	+10.5%	21,019	- 3.0%
1982	27,943	+ 3.7%	6,163	+ 4.0%	21,780	+ 3.6%
1983	29,600	+ 5.9%	6,545	+ 6.2%	23,055	+ 5.9%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	$ 4,883,094		$1,160,959		$ 3,722,135	
1974	5,879,428	+20.4%	1,437,901	+23.9%	4,441,527	+19.3%
1975	6,759,903	+15.0%	1,671,422	+16.2%	5,088,481	+14.6%
1976	8,030,623	+18.8%	1,999,638	+19.6%	6,030,985	+18.5%
1977	9,100,843	+13.8%	2,242,204	+12.1%	6,858,639	+13.7%
1978	10,862,837	+19.4%	2,589,465	+15.5%	8,273,372	+20.6%
1979	12,740,586	+17.3%	3,066,896	+18.4%	9,673,690	+16.9%
1980	14,027,398	+10.1%	3,412,293	+11.3%	10,615,105	+ 9.7%
1981	14,327,705	+ 2.1%	4,045,912	+18.6%	10,281,793	- 3.1%
1982	15,990,765	+11.6%	4,471,280	+10.5%	11,519,485	+12.0%
1983	18,100,598	+13.2%	5,627,921	+25.9%	12,472,677	+ 8.3%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1973	$228,449	$351,806	$205,927
1974	266,411	419,825	238,228
1975	296,357	426,928	269,303
1976	333,719	500,285	300,542
1977	366,644	522,293	334,095
1978	417,192	557,114	386,787
1979	466,517	595,167	436,597
1980	519,014	636,266	489,988
1981	531,738	682,739	489,167
1982	572,264	725,504	528,902
1983	611,507	859,881	540,997

* 1981 and 1982 estimated by respondents

PIZZA FRANCHISE RESTAURANTS

(1973 - 1983*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	3,364		1,153		2,211	
1974	4,329	+28.7%	1,698	+47.3%	2,631	+19.0%
1975	5,011	+15.8%	2,084	+22.7%	2,927	+11.3%
1976	5,745	+14.7%	2,413	+15.8%	3,332	+13.8%
1977	6,759	+17.6%	2,756	+14.2%	4,003	+20.1%
1978	7,542	+11.6%	3,042	+10.4%	4,500	+12.4%
1979	8,407	+11.5%	3,285	+ 8.0%	5,122	+13.8%
1980	8,914	+ 6.0%	3,389	+ 3.2%	5,525	+ 7.9%
1981	9,695	+ 8.8%	3,540	+ 4.5%	6,155	+11.4%
1982	10,536	+ 8.7%	3,777	+ 6.7%	6,759	+ 9.8%
1983	11,593	+10.0%	4,035	+ 6.8%	7,558	+11.8%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	$ 505,103		$ 174,379		$ 330,724	
1974	705,423	+39.7%	267,915	+53.6%	437,508	+32.3%
1975	924,364	+31.0%	375,490	+40.2%	548,873	+25.4%
1976	1,091,534	+18.1%	445,145	+18.6%	646,398	+17.8%
1977	1,416,254	+29.7%	556,053	+24.2%	860,201	+33.1%
1978	1,735,279	+22.5%	696,364	+25.2%	1,038,915	+20.8%
1979	2,141,618	+23.4%	821,046	+17.9%	1,320,572	+27.1%
1980	2,455,542	+14.6%	916,118	+11.6%	1,539,424	+16.6%
1981	3,169,601	+29.0%	1,168,509	+27.6%	2,001,092	+30.0%
1982	3,605,807	+13.8%	1,334,701	+14.2%	2,271,106	+13.5%
1983	4,159,594	+15.4%	1,533,203	+14.9%	2,626,391	+15.6%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1973	$150,150	$151,239	$149,581
1974	162,953	157,783	166,290
1975	184,467	180,178	187,521
1976	189,997	184,478	193,997
1977	209,536	201,761	214,889
1978	230,082	228,916	230,870
1979	254,742	249,937	257,823
1980	275,470	270,321	278,629
1981	326,932	330,087	325,117
1982	342,237	353,376	336,012
1983	358,802	379,976	347,498

* 1982 and 1983 estimated by respondents

MEXICAN FRANCHISE RESTAURANTS

(1973 - 1982*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	1,030		351		679	
1974	1,157	+12.3%	416	+18.5%	741	+ 9.1%
1975	1,462	+26.4%	518	+24.5%	944	+27.4%
1976	1,652	+13.0%	610	+17.8%	1,042	+10.4%
1977	2,147	+30.0%	847	+38.8%	1,300	+24.8%
1978	2,329	+ 8.5%	993	+10.2%	1,336	+ 2.8%
1979	2,477	+ 6.4%	1,050	+ 5.7%	1,427	+ 6.8%
1980	2,774	+12.0%	1,208	+15.0%	1,566	+ 9.7%
1981	3,002	+ 8.2%	1,320	+ 9.3%	1,682	+ 7.4%
1982	3,250	+ 8.3%	1,412	+ 7.0%	1,838	+ 9.3%
1983	3,620	+11.4%	1,519	+ 7.6%	2,101	+14.3%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	$ 138,410		$ 54,600		$ 83,810	
1974	177,763	+28.4%	71,224	+30.4%	106,539	+27.1%
1975	272,587	+53.3%	116,070	+63.0%	156,517	+46.9%
1976	309,113	+13.4%	140,985	+21.5%	168,128	+ 7.4%
1977	495,043	+60.1%	238,250	+69.0%	256,793	+52.7%
1978	602,376	+21.7%	304,697	+27.9%	297,679	+15.9%
1979	694,514	+15.3%	322,758	+ 5.9%	371,756	+24.8%
1980	878,523	+26.5%	394,900	+22.4%	483,623	+30.1%
1981	1,069,712	+21.8%	490,134	+24.1%	579,578	+19.8%
1982	1,305,277	+22.0%	609,085	+24.3%	696,192	+20.1%
1983	1,576,110	+20.8%	717,089	+17.7%	859,021	+23.4%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1973	$134,379	$155,555	$123,432
1974	153,641	171,212	143,777
1975	186,448	224,073	165,802
1976	187,114	231,123	161,351
1977	230,574	281,287	197,533
1978	258,641	306,845	222,814
1979	280,385	307,388	260,515
1980	316,699	326,904	308,827
1981	356,331	371,314	344,577
1982	401,624	431,363	378,777
1983	435,390	472,080	408,863

* 1982 and 1983 estimated by respondents

SEAFOOD FRANCHISE RESTAURANTS

(1973 - 1983*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	540		217		323	
1974	759	+40.6%	325	+49.8%	434	+ 34.4%
1975	1,351	+78.0%	527	+62.2%	824	+ 89.9%
1976	1,831	+35.5%	680	+29.0%	1,151	+ 39.7%
1977	2,347	+28.2%	878	+29.1%	1,469	+ 27.6%
1978	2,297	- 2.3%	899	+ 2.4%	1,398	- 4.8%
1979	2,383	+ 3.7%	965	+ 7.3%	1,418	+ 1.4%
1980	2,290	- 3.9%	1,088	+12.7%	1,202	- 15.2%
1981	2,226	- 2.8%	1,151	+ 5.8%	1,075	- 10.6%
1982	2,428	+ 9.1%	1,275	+10.8%	1,153	+ 7.3%
1983	2,630	+ 8.3%	1,393	+ 9.3%	1,237	+ 7.3%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	$ 95,245		$ 39,861		$ 55,384	
1974	152,616	+60.2%	64,862	+62.7%	87,754	+ 58.4%
1975	295,670	+93.7%	113,055	+74.3%	182,615	+108.1%
1976	439,762	+48.7%	169,889	+50.3%	269,873	+ 47.8%
1977	579,067	+31.7%	224,775	+32.3%	354,292	+ 31.3%
1978	563,827	- 2.6%	216,486	- 3.7%	347,341	- 2.0%
1979	773,736	+37.2%	317,572	+46.7%	456,164	+ 31.3%
1980	785,806	+ 1.5%	378,339	+19.1%	407,467	- 10.7%
1981	888,491	+13.1%	479,506	+26.7%	408,985	+ 0.4%
1982	1,027,226	+15.6%	569,082	+18.7%	458,144	+ 12.0%
1983	1,211,391	+17.9%	679,443	+19.4%	531,948	+ 16.1%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1973	$176,377	$183,691	$171,468
1974	201,075	199,575	202,198
1975	218,853	214,526	221,620
1976	240,176	249,837	234,468
1977	246,726	256,008	241,178
1978	245,462	240,808	248,456
1979	324,689	329,090	321,695
1980	343,147	347,738	338,991
1981	399,142	416,600	380,451
1982	423,075	446,339	397,350
1983	460,605	487,755	430,031

* 1982 and 1983 estimated by respondents

PANCAKE FRANCHISE RESTAURANTS

(1973 - 1983*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	883		208		675	
1974	818	- 7.4%	155	-25.5%	663	- 1.8%
1975	1,099	+34.4%	261	+68.4%	838	+26.4%
1976	1,226	+11.6%	263	+ 0.8%	963	+14.9%
1977	1,353	+10.4%	273	+ 3.8%	1,080	+12.1%
1978	1,441	+ 6.5%	363	+32.9%	1,078	- 0.2%
1979	1,600	+11.0%	427	+17.6%	1,173	+ 8.8%
1980	1,278	-20.1%	367	-14.1%	911	-22.3%
1981	1,500	+17.4%	527	+43.6%	973	+ 6.8%
1982	1,548	+ 3.2%	536	+ 1.7%	1,012	+ 4.0%
1983	1,630	+ 5.3%	559	+ 4.3%	1,071	+ 5.8%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	$ 254,565		$ 53,370		$201,195	
1974	267,868	+ 5.2%	49,420	- 7.4%	218,448	+ 8.6%
1975	371,498	+38.7%	79,637	+61.1%	291,861	+33.6%
1976	464,462	+25.0%	89,975	+13.0%	374,487	+28.3%
1977	552,112	+18.9%	103,530	+15.1%	448,582	+19.8%
1978	601,029	+ 8.9%	139,899	+35.1%	461,130	+ 2.8%
1979	726,429	+20.8%	204,180	+45.9%	522,249	+13.3%
1980	784,546	+ 8.0%	245,385	+20.2%	539,161	+ 3.2%
1981	847,650	+ 8.0%	275,201	+12.2%	572,449	+ 6.2%
1982	913,320	+ 7.8%	294,020	+ 6.8%	619,300	+ 8.2%
1983	1,009,825	+10.6%	320,375	+ 9.0%	689,450	+11.3%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1973	$288,296	$256,586	$298,067
1974	327,467	318,839	329,484
1975	338,033	305,123	348,283
1976	378,843	342,110	388,875
1977	408,065	379,231	415,354
1978	417,092	385,397	427,764
1979	454,018	478,173	445,225
1980	613,886	668,624	591,834
1981	565,100	522,203	588,334
1982	590,000	548,544	611,957
1983	619,525	573,122	643,744

* 1982 and 1983 estimated by respondents

STEAK, FULL MENU FRANCHISE RESTAURANTS

(1973 - 1982*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	3,946		2,016		1,930	
1974	4,647	+17.8%	2,404	+19.3%	2,243	+16.2%
1975	5,148	+10.8%	2,703	+12.4%	2,445	+ 9.0%
1976	5,669	+10.1%	2,849	+ 5.4%	2,820	+15.3%
1977	7,253	+27.9%	3,136	+10.1%	4,117	+46.0%
1978	7,924	+ 9.3%	3,479	+10.9%	4,445	+ 8.0%
1979	8,487	+ 7.1%	3,788	+ 8.9%	4,699	+ 5.7%
1980	8,858	+ 4.4%	4,013	+ 5.9%	4,845	+ 3.1%
1981	9,406	+ 6.2%	4,297	+ 7.1%	5,109	+ 5.5%
1982	9,648	+ 2.6%	4,347	+ 1.2%	5,301	+ 3.8%
1983	10,240	+ 6.1%	4,552	+ 4.7%	5,688	+ 7.3%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	$1,494,444		$ 818,531		$ 675,913	
1974	1,865,330	+24.8%	1,018,830	+24.5%	846,500	+25.2%
1975	2,209,881	+18.5%	1,196,494	+17.4%	1,013,387	+19.7%
1976	2,585,786	+17.0%	1,310,103	+ 9.5%	1,275,683	+25.9%
1977	3,822,634	+47.8%	1,703,461	+30.0%	2,119,173	+66.1%
1978	4,531,709	+18.5%	2,104,623	+23.5%	2,427,086	+14.5%
1979	5,225,166	+15.3%	2,575,335	+22.4%	2,649,831	+ 9.2%
1980	5,935,804	+13.6%	2,917,911	+13.3%	3,017,893	+13.9%
1981	6,566,702	+10 6%	3,311,457	+13.5%	3,255,245	+ 7.9%
1982	7,043,017	+ 7.3%	3,567,706	+ 7.7%	3,475,311	+ 6.8%
1983	7,849,159	+11.5%	4,002,831	+12.2%	3,846,328	+10.7%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1973	$378,724	$406,017	$350,214
1974	401,405	423,806	377,396
1975	429,270	442,654	414,473
1976	456,127	459,847	452,370
1977	527,042	543,195	514,737
1978	571,897	604,951	546,026
1979	615,667	679,866	563,913
1980	670,106	727,115	622,888
1981	698,140	770,644	637,159
1982	729,998	820,728	655,595
1983	766,519	879,357	676,218

* 1982 and 1983 estimated by respondents

SANDWICH AND OTHER FRANCHISE RESTAURANTS

(1973 - 1983*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	275		9		266	
1974	331	+20.4%	29	+222.2%	302	+13.5%
1975	396	+19.6%	33	+ 13.8%	363	+20.2%
1976	540	+36.4%	45	+ 36.4%	495	+36.4%
1977	854	+58.1%	162	+260.0%	692	+39.8%
1978	1,033	+21.0%	216	+ 33.3%	817	+18.1%
1979	1,197	+15.8%	226	+ 4.6%	971	+18.8%
1980	1,480	+23.6%	267	+ 18.1%	1,213	+24.9%
1981	1,684	+13.8%	345	+ 29.2%	1,339	+10.4%
1982	1,883	+11.8%	367	+ 6.4%	1,516	+13.2%
1983	2,266	+20.3%	402	+ 9.5%	1,864	+23.0%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	$ 33,737		$ 2,210		$ 31,617	
1974	43,522	+29.0%	3,510	+65.6%	40,012	+26.6%
1975	54,174	+24.5%	4,692	+33.7%	49,482	+23.7%
1976	75,763	+39.8%	8,258	+76.0%	67,505	+36.4%
1977	125,590	+65.8%	15,270	+84.9%	109,870	+62.8%
1978	169,719	+35.1%	28,034	+83.6%	141,685	+29.0%
1979	205,850	+21.3%	29,260	+ 4.3%	176,590	+24.6%
1980	265,421	+28.9%	42,836	+46.4%	222,585	+26.0%
1981	339,480	+27.9%	60,768	+41.9%	278,712	+25.2%
1982	398,608	+17.4%	71,503	+17.7%	327,105	+17.4%
1983	518,100	+30.0%	82,825	+15.8%	435,275	+33.0%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1973	$122,680	$235,556	$118,861
1974	131,486	121,034	132,490
1975	136,803	142,182	136,314
1976	140,302	183,511	136,374
1977	147,061	94,259	158,772
1978	164,297	129,787	173,421
1979	171,971	129,469	181,864
1980	179,338	160,434	183,500
1981	201,591	176,139	208,149
1982	211,688	194,831	215,769
1983	228,641	206,032	233,517

* 1982 and 1983 estimated by respondents

SECTION III:

FRANCHISE RESTAURANT ESTABLISHMENTS BY STATE AND REGION

FRANCHISE RESTAURANT ESTABLISHMENTS BY STATE AND REGION, 1974
(REPRESENTS 86 PERCENT OF TOTAL ESTABLISHMENTS)

	Total	Company Owned	Franchise Owned
NEW ENGLAND	1,141	323	818
Maine	95	36	59
New Hampshire	103	22	81
Vermont	39	3	36
Massachusetts	497	149	348
Rhode Island	90	13	77
Connecticut	317	100	217
MIDDLE ATLANTIC	3,267	901	2,366
New York	1,451	584	867
New Jersey	654	84	570
Pennsylvania	1,162	233	929
EAST NORTH CENTRAL	7,976	2,073	5,903
Ohio	2,251	716	1,535
Indiana	1,280	351	929
Illinois	1,876	435	1,441
Michigan	1,677	404	1,273
Wisconsin	892	167	725
WEST NORTH CENTRAL	3,566	765	2,801
Minnesota	774	145	629
Iowa	755	75	680
Missouri	902	302	600
North Dakota	123	7	116
South Dakota	114	15	99
Nebraska	313	59	254
Kansas	585	162	423
SOUTH ATLANTIC	5,760	1,873	3,887
Delaware	70	6	64
Maryland	387	91	296
District of Columbia	73	53	20
Virginia	646	217	429
West Virginia	469	50	419
North Carolina	847	207	640
South Carolina	461	130	331
Georgia	1,108	500	608
Florida	1,699	619	1,080
EAST SOUTH CENTRAL	2,148	472	1,676
Kentucky	635	141	494
Tennessee	647	166	481
Alabama	611	136	475
Mississippi	255	29	226
WEST SOUTH CENTRAL	4,036	1,327	2,709
Arkansas	409	51	358
Louisiana	395	128	267
Oklahoma	581	206	375
Texas	2,651	942	1,709
MOUNTAIN	1,807	346	1,461
Montana	135	0	135
Idaho	137	8	129
Wyoming	67	1	66
Colorado	588	117	471
New Mexico	206	39	167
Arizona	396	102	294
Utah	159	30	129
Nevada	119	49	70
PACIFIC	4,587	1,151	3,436
Washington	534	107	427
Oregon	389	90	299
California	3,546	913	2,633
Alaska	32	0	32
Hawaii	86	41	45
SUBTOTAL	34,288	9,231	25,057
UNREPORTED	5,508	884	4,624
TOTAL UNITED STATES	39,796	10,115	29,681

FRANCHISE RESTAURANT ESTABLISHMENTS BY STATE AND REGION, 1975
(REPRESENTS 88 PERCENT OF TOTAL ESTABLISHMENTS)

	Total	Company Owned	Franchise Owned
NEW ENGLAND	1,289	320	969
Maine	101	35	66
New Hampshire	106	26	80
Vermont	38	0	38
Massachusetts	497	141	356
Rhode Island	95	12	83
Connecticut	452	106	346
MIDDLE ATLANTIC	3,422	911	2,511
New York	1,540	603	937
New Jersey	749	81	668
Pennsylvania	1,133	227	906
EAST NORTH CENTRAL	8,587	2,382	6,205
Ohio	2,461	840	1,621
Indiana	1,346	363	983
Illinois	2,034	501	1,533
Michigan	1,785	475	1,310
Wisconsin	961	203	758
WEST NORTH CENTRAL	3,790	941	3,029
Minnesota	843	203	640
Iowa	862	110	752
Missouri	796	324	652
North Dakota	122	8	114
South Dakota	163	27	136
Nebraska	384	92	292
Kansas	620	177	443
SOUTH ATLANTIC	6,055	2,068	3,987
Delaware	71	11	60
Maryland	437	150	287
District of Columbia	57	29	28
Virginia	822	244	578
West Virginia	287	65	222
North Carolina	962	280	682
South Carolina	474	131	343
Georgia	1,249	547	702
Florida	1,696	611	1,085
EAST SOUTH CENTRAL	2,488	518	1,970
Kentucky	727	159	568
Tennessee	796	179	617
Alabama	663	140	523
Mississippi	302	40	262
WEST SOUTH CENTRAL	4,730	1,625	3,105
Arkansas	376	59	317
Louisiana	540	212	328
Oklahoma	638	244	394
Texas	3,176	1,110	2,066
MOUNTAIN	2,344	493	1,851
Montana	174	1	173
Idaho	169	6	163
Wyoming	97	8	89
Colorado	661	182	479
New Mexico	252	47	205
Arizona	560	140	420
Utah	276	56	220
Nevada	155	53	102
PACIFIC	4,984	1,127	3,747
Washington	610	111	499
Oregon	537	103	434
California	3,720	984	2,736
Alaska	27	0	27
Hawaii	90	39	51
SUBTOTAL	37,869	10,495	27,374
UNREPORTED	5,114	1,190	3,924
TOTAL UNITED STATES	42,983	11,685	31,298

FRANCHISE RESTAURANT ESTABLISHMENTS BY STATE AND REGION, 1976
(REPRESENTS 80 PERCENT OF TOTAL ESTABLISHMENTS)

	Total	Company Owned	Franchise Owned
NEW ENGLAND	1,220	320	900
Maine	100	35	65
New Hampshire	69	5	64
Vermont	37	0	37
Massachusetts	537	169	368
Rhode Island	100	11	89
Connecticut	377	100	277
MIDDLE ATLANTIC	3,325	830	2,495
New York	1,359	527	832
New Jersey	721	94	627
Pennsylvania	1,245	209	1,036
EAST NORTH CENTRAL	8,631	2,280	6,351
Ohio	2,506	821	1,685
Indiana	1,327	327	1,000
Illinois	1,995	507	1,488
Michigan	1,870	470	1,400
Wisconsin	933	155	778
WEST NORTH CENTRAL	3,858	861	2,997
Minnesota	921	223	698
Iowa	827	91	736
Missouri	865	289	576
North Dakota	138	5	133
South Dakota	137	7	130
Nebraska	350	80	270
Kansas	620	166	454
SOUTH ATLANTIC	5,805	1,883	3,922
Delaware	71	10	61
Maryland	472	131	341
District of Columbia	60	23	37
Virginia	804	197	607
West Virginia	263	45	218
North Carolina	863	264	599
South Carolina	431	122	309
Georgia	1,207	505	702
Florida	1,634	586	1,048
EAST SOUTH CENTRAL	2,446	527	1,919
Kentucky	677	149	528
Tennessee	775	174	601
Alabama	684	165	519
Mississippi	310	39	271
WEST SOUTH CENTRAL	4,792	1,726	3,066
Arkansas	424	115	309
Louisiana	494	159	335
Oklahoma	653	267	386
Texas	3,221	1,185	2,036
MOUNTAIN	2,191	439	1,752
Montana	134	1	133
Idaho	178	7	171
Wyoming	94	7	87
Colorado	655	185	470
New Mexico	220	26	194
Arizona	519	128	391
Utah	240	38	202
Nevada	151	47	104
PACIFIC	5,282	1,214	4,068
Washington	634	105	529
Oregon	583	109	474
California	3,942	959	2,983
Alaska	33	0	33
Hawaii	90	41	49
SUBTOTAL	37,550	10,080	27,470
UNREPORTED	9,348	2,482	6,866
TOTAL UNITED STATES	46,898	12,562	34,336

FRANCHISE RESTAURANT ESTABLISHMENTS BY STATE AND REGION, 1977
(REPRESENTS 86 PERCENT OF TOTAL ESTABLISHMENTS)

	Total	Company Owned	Franchise Owned
NEW ENGLAND	1,289	323	966
Maine	105	33	72
New Hampshire	114	22	92
Vermont	39	1	38
Massachusetts	547	168	379
Rhode Island	102	13	89
Connecticut	382	86	296
MIDDLE ATLANTIC	4,100	1,053	3,047
New York	1,886	636	1,250
New Jersey	811	107	704
Pennsylvania	1,403	310	1,093
EAST NORTH CENTRAL	9,760	2,885	6,875
Ohio	2,934	969	1,965
Indiana	1,554	438	1,116
Illinois	2,283	643	1,640
Michigan	1,948	611	1,337
Wisconsin	1,041	224	817
WEST NORTH CENTRAL	4,699	1,090	3,609
Minnesota	1,010	255	755
Iowa	972	123	849
Missouri	1,097	357	740
North Dakota	175	16	159
South Dakota	174	20	154
Nebraska	542	123	419
Kansas	729	196	533
SOUTH ATLANTIC	7,047	2,320	4,727
Delaware	74	10	64
Maryland	522	160	362
District of Columbia	67	26	41
Virginia	1,041	294	747
West Virginia	399	84	315
North Carolina	1,063	229	834
South Carolina	589	178	411
Georgia	1,375	655	720
Florida	1,917	684	1,233
EAST SOUTH CENTRAL	3,274	848	2,426
Kentucky	961	204	757
Tennessee	1,005	325	680
Alabama	854	248	606
Mississippi	454	71	383
WEST SOUTH CENTRAL	6,019	2,309	3,710
Arkansas	619	193	426
Louisiana	646	208	438
Oklahoma	835	372	463
Texas	3,919	1,536	2,383
MOUNTAIN	2,750	595	2,155
Montana	173	1	172
Idaho	206	27	179
Wyoming	115	6	109
Colorado	797	222	575
New Mexico	344	61	283
Arizona	624	165	459
Utah	319	68	251
Nevada	172	45	127
PACIFIC	5,851	1,509	4,342
Washington	703	158	545
Oregon	626	133	493
California	4,342	1,167	3,175
Alaska	45	0	45
Hawaii	135	51	84
SUBTOTAL	44,789	12,932	31,857
UNREPORTED	7,183	1,595	5,588
TOTAL UNITED STATES	51,972	14,527	37,445

FRANCHISE RESTAURANT ESTABLISHMENTS BY STATE AND REGION, 1978
(Represents 89 Percent of Total Establishments)

	Total	Company Owned	Franchise Owned
NEW ENGLAND	1,414	344	1,070
Maine	115	26	89
New Hampshire	120	24	96
Vermont	42	0	42
Massachusetts	576	170	406
Rhode Island	104	15	89
Connecticut	457	109	348
MIDDLE ATLANTIC	4,340	1,233	3,107
New York	1,883	628	1,255
New Jersey	914	219	695
Pennsylvania	1,543	386	1,157
EAST NORTH CENTRAL	10,509	2,914	7,595
Ohio	3,070	1,033	2,037
Indiana	1,673	448	1,225
Illinois	2,604	690	1,914
Michigan	2,108	506	1,602
Wisconsin	1,054	237	817
WEST NORTH CENTRAL	4,867	1,214	3,653
Minnesota	1,084	284	800
Iowa	1,056	142	914
Missouri	1,141	405	736
North Dakota	157	12	145
South Dakota	176	17	159
Nebraska	483	151	332
Kansas	770	203	567
SOUTH ATLANTIC	7,787	2,440	5,347
Delaware	84	12	72
Maryland	566	171	395
District of Columbia	72	30	42
Virginia	1,165	333	832
West Virginia	386	94	292
North Carolina	1,155	257	898
South Carolina	668	189	479
Georgia	1,641	665	976
Florida	2,050	689	1,361
EAST SOUTH CENTRAL	3,778	937	2,841
Kentucky	1,061	248	813
Tennessee	1,220	369	851
Alabama	944	249	695
Mississippi	553	71	482
WEST SOUTH CENTRAL	7,125	2,498	4,627
Arkansas	595	150	445
Louisiana	761	231	530
Oklahoma	1,051	404	647
Texas	4,718	1,713	3,005
MOUNTAIN	2,901	688	2,213
Montana	182	3	179
Idaho	214	37	177
Wyoming	134	13	121
Colorado	845	226	619
New Mexico	336	61	275
Arizona	682	209	473
Utah	311	75	236
Nevada	197	64	133
PACIFIC	6,442	1,725	4,717
Washington	777	211	566
Oregon	631	145	486
California	4,844	1,308	3,536
Alaska	47	0	47
Hawaii	143	61	82
SUBTOTAL	49,163	13,993	35,170
UNREPORTED	6,149	1,517	4,632
TOTAL UNITED STATES	55,312	15,510	39,802

FRANCHISE RESTAURANT ESTABLISHMENTS BY STATE AND REGION, 1979
(Represents 90 Percent of Total Establishments)

	Total	Company Owned	Franchise Owned
NEW ENGLAND	1,458	355	1,103
Maine	120	31	89
New Hampshire	135	30	105
Vermont	47	0	47
Massachusetts	619	172	447
Rhode Island	107	27	80
Connecticut	430	95	335
MIDDLE ATLANTIC	4,674	1,141	3,533
New York	2,016	560	1,456
New Jersey	971	144	827
Pennsylvania	1,687	437	1,250
EAST NORTH CENTRAL	11,052	3,211	7,841
Ohio	3,025	1,101	1,924
Indiana	1,831	460	1,371
Illinois	2,674	761	1,913
Michigan	2,367	661	1,706
Wisconsin	1,155	228	927
WEST NORTH CENTRAL	5,226	1,230	3,996
Minnesota	1,164	310	854
Iowa	1,105	150	955
Missouri	1,269	392	877
North Dakota	177	16	161
South Dakota	199	24	175
Nebraska	499	136	363
Kansas	813	202	611
SOUTH ATLANTIC	8,636	2,669	5,967
Delaware	97	16	81
Maryland	650	204	446
Distric of Co.	86	32	54
Virginia	1,278	402	876
West Virginia	420	122	298
North Carolina	1,290	263	1,027
South Carolina	744	206	538
Georgia	1,712	671	1,041
Florida	2,359	753	1,606
EAST SOUTH CENTRAL	3,785	935	2,850
Kentucky	1,143	280	863
Tennessee	1,271	402	869
Alabama	770	164	606
Mississippi	601	89	512
WEST SOUTH CENTRAL	7,741	2,549	5,192
Arkansas	640	124	516
Louisiana	877	268	609
Oklahoma	1,096	422	674
Texas	5,128	1,735	3,393
MOUNTAIN	3,307	807	2,500
Montana	189	12	177
Idaho	237	36	201
Wyoming	136	15	121
Colorado	996	273	723
New Mexico	403	67	336
Arizona	757	234	523
Utah	355	89	266
Nevada	234	81	153
PACIFIC	7,220	1,988	5,232
Washington	880	240	640
Oregon	728	197	531
California	5,376	1,488	3,888
Alaska	86	3	83
Hawaii	150	60	90
SUBTOTAL	53,099	14,885	38,214
UNREPORTED	5,837	1,999	3,838
TOTAL UNITED STATES	58,936	16,884	42,052

FRANCHISE RESTAURANT ESTABLISHMENTS BY STATE AND REGION, 1980

(Represents 92 Percent of Total Establishments)

	Total	Company Owned	Franchise Owned
NEW ENGLAND	1,547	480	1,067
Maine	145	44	101
New Hampshire	129	25	104
Vermont	48	3	45
Massachusetts	682	229	453
Rhode Island	105	37	68
Connecticut	438	142	296
MIDDLE ATLANTIC	4,943	1,256	3,687
New York	2,096	545	1,551
New Jersey	963	165	798
Pennsylvania	1,884	546	1,338
EAST NORTH CENTRAL	11,445	3,496	7,949
Ohio	3,298	1,138	2,160
Indiana	1,788	504	1,234
Illinois	2,751	833	1,918
Michigan	2,446	766	1,680
Wisconsin	1,162	255	907
WEST NORTH CENTRAL	5,351	1,356	3,995
Minnesota	1,170	313	857
Iowa	1,079	173	906
Missouri	1,352	482	870
North Dakota	191	10	181
South Dakota	198	23	175
Nebraska	499	143	356
Kansas	862	212	650
SOUTH ATLANTIC	9,048	3,109	5,939
Delaware	103	18	85
Maryland	706	242	464
Distric of Co.	102	49	53
Virginia	1,282	385	897
West Virginia	431	156	275
North Carolina	1,354	332	1,022
South Carolina	766	214	552
Georgia	1,790	731	1,059
Florida	2,514	982	1,532

	Total	Company Owned	Franchise Owned
EAST SOUTH CENTRAL	4,167	1,060	3,107
Kentucky	1,189	306	883
Tennessee	1,276	400	876
Alabama	1,096	267	829
Mississippi	606	87	519
WEST SOUTH CENTRAL	7,867	2,624	5,243
Arkansas	615	128	487
Louisiana	899	278	621
Oklahoma	1,201	463	738
Texas	5,152	1,755	3,397
MOUNTAIN	3,483	799	2,684
Montana	187	8	179
Idaho	247	34	213
Wyoming	153	13	140
Colorado	1,043	302	741
New Mexico	381	62	319
Arizona	904	210	694
Utah	324	84	240
Nevada	244	86	158
PACIFIC	7,224	1,902	5,322
Washington	874	205	669
Oregon	709	173	536
California	5,395	1,461	3,934
Alaska	75	3	72
Hawaii	171	60	111
SUBTOTAL	55,075	16,082	38,993
UNREPORTED	4,884	1,744	3,140
TOTAL UNITED STATES	59,959	17,826	42,133

FRANCHISE RESTAURANT ESTABLISHMENTS BY STATE AND REGION, 1981

(Represents 92 Percent of Total Establishments)

	Total	Company Owned	Franchise Owned
NEW ENGLAND	1,625	502	1,123
Maine	147	40	107
New Hampshire	125	25	100
Vermont	49	3	46
Massachusetts	696	238	458
Rhode Island	109	42	67
Connecticut	499	154	345
MIDDLE ATLANTIC	5,310	1,370	3,940
New York	2,202	572	1,630
New Jersey	1,022	172	850
Pennsylvania	2,086	626	1,460
EAST NORTH CENTRAL	12,107	3,382	8,725
Ohio	3,644	873	2,771
Indiana	1,829	540	1,289
Illinois	2,864	878	1,986
Michigan	2,553	809	1,744
Wisconsin	1,217	282	935
WEST NORTH CENTRAL	5,456	1,431	4,025
Minnesota	1,174	298	876
Iowa	1,092	182	910
Missouri	1,419	504	915
North Dakota	169	11	158
South Dakota	222	20	202
Nebraska	473	137	336
Kansas	907	279	628
SOUTH ATLANTIC	9,667	3,265	6,402
Delaware	112	26	86
Maryland	723	243	480
Distric of Co.	95	38	57
Virginia	1,324	380	944
West Virginia	480	169	311
North Carolina	1,330	394	936
South Carolina	843	268	575
Georgia	1,890	777	1,113
Florida	2,870	970	1,900

	Total	Company Owned	Franchise Owned
EAST SOUTH CENTRAL	4,365	1,293	3,072
Kentucky	1,216	337	879
Tennessee	1,351	469	882
Alabama	1,192	384	808
Mississippi	606	103	503
WEST SOUTH CENTRAL	7,110	2,614	4,496
Arkansas	593	113	480
Louisiana	901	269	632
Oklahoma	1,063	334	729
Texas	4,553	1,898	2,655
MOUNTAIN	3,512	864	2,648
Montana	210	8	202
Idaho	220	11	209
Wyoming	146	9	137
Colorado	1,003	309	694
New Mexico	431	87	344
Arizona	886	258	628
Utah	366	85	281
Nevada	250	97	153
PACIFIC	7,628	1,976	5,652
Washington	914	215	699
Oregon	744	168	576
California	5,700	1,526	4,174
Alaska	79	3	76
Hawaii	191	64	127
SUBTOTAL	56,780	16,697	40,083
UNREPORTED	5,066	2,658	2,408
TOTAL UNITED STATES	61,846	19,355	42,491

SECTION IV:

OTHER DATA ON
FRANCHISE RESTAURANT INDUSTRY

FRANCHISE RESTAURANT EMPLOYMENT

(1973 - 1981)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1973	744,469		218,579		525,890	
1974	806,807	+ 8.4%	246,833	+12.9%	559,974	+ 6.5%
1975	893,468	+10.7%	297,772	+20.6%	595,696	+ 6.4%
1976	1,064,618	+19.2%	338,778	+13.8%	728,840	+22.4%
1977	1,230,081	+15.5%	385,013	+13.6%	845,068	+15.9%
1978	1,367,637	+11.2%	428,084	+11.2%	939,553	+11.2%
1979	1,497,283	+ 9.5%	492,169	+14.9%	1,005,114	+ 6.9%
1980	1,612,479	+ 7.7%	532,483	+ 8.2%	1,079,996	+ 7.4%
1981	1,664,170	+ 3.2%	580,650	+ 9.0%	1,083,520	+ 0.3%

Note: Includes part-time workers and working proprietors

MINORITY FRANCHISE RESTAURANT OWNERSHIP

(1973 - 1981)

NUMBER

	1973	1974	1975	1976	1977	1978	1979	1980	1981
Black	221	258	268	255	283	412	430	415	395
Spanish Surname	217	343	357	271	291	402	387	434	415
American Indian	13	18	22	22	23	31	24	30	29
Oriental	73	101	117	198	232	263	298	311	393
TOTAL	524	720	764	746	829	1,108	1,139	1,190	1,232

TYPES OF CHANGES IN OWNERSHIP

(1973 - 1981)

	1973	1974	1975	1976	1977	1978	1979	1980	1981
Repurchased for company ownership	533	477	311	280	305	321	484	394	489
Converted to franchisee ownership	175	198	184	413	425	312	579	498	426
Establishments Discontinued:									
Company-Owned	210	288	281	221	219	334	376	392	401
Franchisee--Owned	619	842	883	981	789	1,061	1,072	1,408	1,454
TOTAL ESTABLISHMENTS	1,537	1,805	1,659	1,895	1,738	2,028	2,511	2,692	2,770

REPURCHASE OF FRANCHISE UNITS

(1971 - 1981)

Year	Units Repurchased For Company Ownership	Units Converted To Franchisee Units
1971	783	158
1972	413	145
1973	533	175
1974	477	198
1975	311	184
1976	280	413
1977	305	425
1978	321	312
1979	484	579
1980	394	498
1981	489	426

FRANCHISE AGREEMENTS

RENEWALS AND TERMINATIONS

(1979 - 1981)

RENEWALS	1979	1980	1981
Eligible for Renewal	938	933	910
Renewed	836	832	810
Not Renewed	102	101	100
By Franchisor	22	24	17
By Franchisee	46	24	28
By Mutual Agreement	34	53	55
TERMINATIONS			
Number	1,062	1,119	1,336
By Franchisor	501	589	640
By Franchisee	485	509	530
By Mutual Agreement	76	21	166
Reasons for Termination			
By Franchisor	501	589	640
Non-payment of royalty and financial default	317	284	423
Quality control violations	18	22	23
Other	166	283	194

OTHER STATISTICAL DATA

SALES: Of the 17 franchise business categories, restaurants rank third in sales. In 1981 total sales were $30,042,348,000 and accounted for 8.2 percent of total franchise sales.

NUMBER OF ESTABLISHMENTS: Restaurants ranked second out of the 17 franchise businesses in number of establishments in 1981. Restaurants, with 61,846 establishments, accounted for 14.0 percent of total franchise establishments.

EMPLOYMENT: Of all franchise businesses, restaurants ranked number one in total employment in 1981. These restaurants had total employment of 1,664,170 persons, accounting for 34.1 percent of franchise employment.

INTERNATIONAL FRANCHISING: Restaurants ranked second in the total number of U.S. franchisors in foreign countries. Restaurants had 4,325 foreign locations in 1981, or 20.2 percent of total foreign franchise establishments.

SECTION V:

DATA ON DONUT
SHOPS AND ICE CREAM STORES

DONUT SHOPS AND ICE CREAM STORES

NUMBER OF FRANCHISE FIRMS

	1977	1978	1979	1980	1981
Donut Shops	15	17	17	21	22
Ice Cream Stores	16	24	26	28	27

EMPLOYMENT

	1977	1978	1979	1980	1981
Donut Shops	27,018	32,874	28,112	34,870	31,992
Ice Cream Stores	23,379	35,060	40,325	37,557	38,785

FRANCHISE DONUT SHOPS

(1977 - 1983*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1977	2,051		165		1,886	
1978	2,244	+ 9.4%	183	+10.9%	2,061	+ 9.3%
1979	2,317	+ 3.2%	191	+ 4.4%	2,126	+ 3.2%
1980	2,596	+12.0%	215	+12.6%	2,381	+12.0%
1981	2,218	-14.6%	222	+ 3.3%	1,996	-16.2%
1982	2,305	+ 3.9%	225	+ 1.4%	2,080	+ 4.2%
1983	2,476	+ 7.4%	235	+ 4.4%	2,241	+ 7.7%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1977	$393,305		$26,449		$366,856	
1978	514,104	+30.7%	41,551	+57.1%	472,559	+28.8%
1979	555,058	+ 8.0%	48,750	+17.3%	506,308	+ 7.1%
1980	687,853	+23.9%	65,243	+33.8%	622,610	+23.0%
1981	649,404	- 5.6%	81,011	+24.2%	568,393	- 8.7%
1982	706,724	+ 8.8%	92,603	+14.3%	614,121	+ 8.1%
1983	787,635	+11.5%	99,455	+ 7.4%	688,180	+12.1%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1977	$191,761	$160,297	$194,515
1978	229,102	227,055	229,286
1979	239,558	255,235	238,150
1980	264,966	303,456	261,491
1981	292,788	364,914	284,766
1982	306,604	411,569	295,251
1983	318,108	423,213	307,086

* 1982 and 1983 estimated by respondents

FRANCHISE ICE CREAM STORES

(1977 - 1983*)

NUMBER OF UNITS

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1977	5,525		68		5,458	
1978	5,960	+ 7.9%	121	+77.9%	5,839	+ 7.0%
1979	5,355	-10.2%	112	- 7.4%	5,243	-10.2%
1980	5,516	+ 3.0%	153	+36.6%	5,363	+ 2.3%
1981	5,427	- 1.6%	135	-11.8%	5,292	- 1.3%
1982	5,755	+ 6.0%	155	+14.8%	5,600	+ 5.8%
1983	6,259	+ 8.8%	172	+11.0%	6,087	+ 8.7%

SALES (000)

	Total	Percent Change	Company-Owned	Percent Change	Franchisee-Owned	Percent Change
1977	$373,464		$ 6,981		$366,483	
1978	562,424	+50.6%	31,324	+348.7%	531,100	+44.9%
1979	598,509	+ 6.4%	21,347	- 31.9%	577,162	+ 8.7%
1980	693,246	+15.8%	22,274	+ 4.3%	670,972	+16.2%
1981	793,518	+14.5%	25,010	+ 12.3%	768,508	+14.5%
1982	862,645	+ 8.7%	30,588	+ 22.3%	832,057	+ 8.3%
1983	963,922	+11.7%	35,492	+ 16.0%	928,430	+11.6%

SALES PER ESTABLISHMENT

	Total	Company-Owned	Franchisee-Owned
1977	$ 67,595	$102,662	$ 67,146
1978	94,366	258,876	90,957
1979	111,766	190,598	110,082
1980	125,679	145,582	125,111
1981	146,217	185,259	145,221
1982	149,895	197,342	148,582
1983	154,006	206,349	152,527

* 1982 and 1983 estimated by respondents

SECTION VI:

INTERNATIONAL RESTAURANT FRANCHISING

INTERNATIONAL FRANCHISING

(1973 - 1981)

NUMBER OF ESTABLISHMENTS

LOCATION	1973	1974	1975	1976	1977	1978	1979	1980	1981
Canada	1,082	860	940	1,047	1,074	1,196	1,383	1,227	1,220
Mexico	69	71	78	87	79	84	95	96	99
Caribbean	61	70	81	96	115	150	148	178	198
Europe:									
U. Kingdom	375	429	408	433	421	454	494	511	442
Other	78	101	98	103	154	164	212	249	316
Australia	186	223	230	224	328	384	422	330	468
Asia:									
Japan	184	265	311	415	460	590	801	934	1,106
Other	31	41	43	53	64	120	139	201	230
Other[1]	81	109	195	162	170	198	218	217	246
TOTAL	2,147	2,169	2,384	2,620	2,865	3,340	3,912	3,943	4,325

[1] Includes South America, Africa, New Zealand and Central America.

NUMBER OF U.S. FIRMS IN INTERNATIONAL RESTAURANT FRANCHISING

(1980 - 1981)

Major activity	Number of U.S. Firms 1980	1981
Chicken	6	6
Hamburger, frank, roast beef	15	15
Pizza	8	9
Mexican	5	6
Seafood	4	4
Pancakes	3	2
Steak/full menu	14	16
Sandwich and other	2	1
Total	57	59

NUMBER OF FRANCHISE RESTAURANT ESTABLISHMENTS IN FOREIGN COUNTRIES

(1980 - 1981)

Major activity	Total Establishments 1980	1981
Chicken	1,299	1,377
Hamburger, frank, roast beef	1,887	2,099
Pizza	263	289
Mexican	24	60
Seafood	57	58
Pancakes	16	15
Steak/full menu	395	425
Sandwich and other	2	2
Total	3,943	4,325

INTERNATIONAL RESTAURANT FRANCHISING IN 1981

LOCATION AND NUMBER OF ESTABLISHMENTS*

Major Activity	U.S. Firms	Total	Canada	Mexico	Caribbean	Europe		Asia		Australia	South America	Africa	New Zealand	Central America
						U. King.	Other	Japan	Other					
Chicken	6	1,377	13	65	92	334	44	364	92	210	13	103	37	10
Hamburgers, etc.	15	2,099	890	0	71	92	269	482	85	152	7	0	16	35
Pizza	9	289	19	15	14	13	3	55	50	96	0	6	9	9
Mexican	6	60	39	0	16	0	0	1	0	4	0	0	0	0
Seafood	4	58	53	0	0	0	0	5	0	0	0	0	0	0
Pancakes, etc.	2	15	7	0	0	0	0	8	0	0	0	0	0	0
Steak, full menu, etc.	16	425	197	19	5	3	0	191	3	6	0	1	0	0
Sandwich, etc.	1	2	2	0	0	0	0	0	0	0	0	0	0	0
Total	59	4,325	1,220	99	198	442	316	1,106	230	468	20	110	62	54

* Includes company-owned, franchisee-owned and joint ventures.